

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
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<http://ag.ca.gov/charities/>

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2004 ANNUAL FINANCIAL REPORT (California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.

525-1

Name and Address of Commercial Fund-raiser:

CF 535

Outreach Associates, Inc.
Birmingham Towers, Suite 510
2100 Wharton Street
Pittsburgh, PA 15203

Name and Address of Charitable Organization:

91489
CT No. F.E.I.N. No.

American Association of University Women
Name of Charity

1111 16th Street, NW
Address of Charity

Washington DC 20036
City, State, and ZIP Code of Charity

Figures from (check one):

National Campaign ☒

California Campaign ☐

Telemarketing

(Type of Activity)

held (on) (from) 2/1/2004, 20__ to 1/31/2005, 20__

(Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one)
If other, provide brief explanation _____

Fee ☒ Percentage ☐
Other ☐

REVENUE

A. Cash contributions	\$ <u>289634</u>	A.
B. Entertainment sales or admission charges	_____	B.
C. Sales from products	_____	C.
D. Advertisement sales	_____	D.
E. Membership fees	_____	E.
F. Other sources: (Specify)		
a. _____	_____	Fa.
b. _____	_____	Fb.
c. _____	_____	Fc.
d. _____	_____	Fd.

G. TOTAL REVENUE

\$ 289634 G. ✓

EXPENSES

A. Fees or commissions	_____	A.
B. Salaries	_____	B.
C. Payroll taxes	_____	C.
D. Employee benefits	_____	D.
E. Cost of merchandise for resale	_____	E.
F. Cost of entertainment	_____	F.
G. Postage	_____	G.
H. Advertising	_____	H.
I. Telephone	_____	I.
J. Rental of equipment	_____	J.
K. Facilities charge	_____	K.
L. Permits	_____	L.
M. Other expenses: (Specify)		
a. _____	_____	Ma.
b. _____	_____	Mb.
c. _____	_____	Mc.
d. _____	_____	Md.

N. TOTAL EXPENSES

n/a N.

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**COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES
2002 ANNUAL FINANCIAL REPORT**

California Government Code Section 12599)

Page 2

- Amount to Charity (subtract line 2N from line 1G) \$ 289634 3.
- Less additional fund-raising expenses paid by charity (to be completed by charity) \$ 311955 4.
- Less fair market value of goods and/or services used for the event which were paid by sponsor(s) 5.
- Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) \$ -22321 ** 6.

- (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?

☐ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

- (b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Lisa Drane,

Vice President

Printed Name

Title

Date

Organization for verifying the distribution.

Rosemary A. Schmitt

CFO

3.31.05

Printed Name

Title

Date

William Patrick Nichols

Exec Director / CFO

9/4/05

Printed Name

Title

Date

**The above represents only one small portion of AAUW's fundraising efforts relative to lapsed members. Per AAUW's FY2004 audited financial statements, the percentage of total expenses relative to fundraising is 15.4%.

Per FY04 audited financials:

Program Services	\$4,095,244	76.8%
Fundraising	821,741	15.4%
Mgmt & General	417,152	7.8%